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## WHAT IS CLAIMED IS:

 A thermoelectric material which is represented by the following composition formula (1) and comprises as a major phase an MgAgAs type crystal structure:

(TialZrb1Hfc1)xNiySn100-x-y

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composition formula (1);

(wherein a1, b1, c1, x and y satisfy the conditions of: 0<al<1, 0<bl<1, 0<cl<1, al+bl+cl=1,  $30\le x \le 35$  and  $30\le y \le 35$ ).

- 2. The thermoelectric material according to claim 1, wherein Ti, Zr and Hf in said composition formula (1) are partially replaced by at least one element selected from the group consisting of V, Nb, Ta, Cr, Mo and W.
- 3. The thermoelectric material according to claim 1, wherein Ni in said composition formula (1) is partially replaced by at least one element selected from the group consisting of Mn, Fe, Co and Cu.
  - 4. The thermoelectric material according to claim 1, wherein Sn in said composition formula (1) is partially replaced by at least one element selected from the group consisting of As, Sb, Bi, Ge, Pb, Ga and In.
  - 5. A thermoelectric material which is represented by the following composition formula (2) and comprises as a major phase an MgAgAs type crystal structure:

 $(Ln_d(Ti_{a2}Zr_{b2}Hf_{c2})_{1-d})_xNi_ySn_{100-x-y}$ composition formula (2);

(wherein Ln is at least one element selected from the group consisting of Y and rare earth elements; and a2, b2, c2, d, x and y satisfy the conditions of:  $0 \le a2 \le 1$ ,  $0 \le b2 \le 1$ ,  $0 \le c2 \le 1$ , a2+b2+c2=1,  $0 < d \le 0.3$ ,  $30 \le x \le 35$  and  $30 \le y \le 35$ ).

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- 6. The thermoelectric material according to claim 5, wherein Ti, Zr and Hf in said composition formula (2) are partially replaced by at least one element selected from the group consisting of V, Nb, Ta, Cr, Mo and W.
- 7. The thermoelectric material according to claim 5, wherein Ni in said composition formula (2) is partially replaced by at least one element selected from the group consisting of Mn, Fe, Co and Cu.
- 8. The thermoelectric material according to claim 5, wherein Sn in said composition formula (2) is partially replaced by at least one element selected from the group consisting of As, Sb, Bi, Ge, Pb, Ga and In.
- 9. A thermoelectric material which is represented by the following composition formula (3) and comprises as a major phase an MgAgAs type crystal structure:

composition formula (3);

LnlxNiySb100-x-y (wherein Ln1 is at least one element selected from the group consisting of Sc, Y, Gd, Tb, Dy, Ho, Er, Tm,

Yb, Lu, Th and U; and X and Y satisfy the conditions of:  $30 \le X \le 35$  and  $30 \le Y \le 35$ , respectively).

- 10. The thermoelectric material according to claim 9, wherein Ln1 in said composition formula (3) is partially replaced by at least one element selected from the group consisting of Ti, Zr, Hf, La, Ce, Pr, Nd, Sm, Eu, Be, Mg, Ca, Sr and Ba.
- 11. The thermoelectric material according to claim 9, wherein Ni in said composition formula (3) is partially replaced by at least one element selected from the group consisting of V, Nb, Ta, Cr, Mo, W, Mn, Fe, Co, Rh, Ir, Pb, Pt, Cu, Ag, Au and Zn.
- 12. The thermoelectric material according to claim 9, wherein Sb in said composition formula (3) is partially replaced by at least one element selected from the group consisting of Al, Si, Ga, Ge, As, In, Sn, Pb and Bi.
- 13. A thermoelectric material which is represented by the following composition formula (4) and comprises as a major phase an MgAgAs type crystal structure:

 $(\operatorname{Ln2}_{P}Y_{1-P})_{X}\operatorname{Ni}_{Y}\operatorname{Sb}_{100-X-Y}$ 

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composition formula (4);

(wherein Ln2 is at least one element selected from the group consisting of Sc, Gd, Tb, Dy, Ho, Er, Tm, Yb, Lu, Th and U; and p, X and Y satisfy the conditions of:  $0.001 \le P \le 0.999$ ,  $30 \le X \le 35$  and  $30 \le Y \le 35$ , respectively).

14. The thermoelectric material according to

claim 13, wherein Ln2 in said composition formula (4) is partially replaced by at least one element selected from the group consisting of Ti, Zr, Hf, La, Ce, Pr, Nd, Sm, Eu, Be, Mg, Ca, Sr and Ba.

15. The thermoelectric material according to claim 13, wherein Ni in said composition formula (4) is partially replaced by at least one element selected from the group consisting of V, Nb, Ta, Cr, Mo, W, Mn, Fe, Co, Rh, Ir, Pb, Pt, Cu, Ag, Au and Zn.

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- 10 16. The thermoelectric material according to claim 13, wherein Sb in said composition formula (4) is partially replaced by at least one element selected from the group consisting of Al, Si, Ga, Ge, As, In, Sn, Pb and Bi.
- 15. A thermoelectric element comprising: p-type thermoelectric material and n-type thermoelectric material, both of which are alternately connected with each other in series, wherein the n-type thermoelectric material comprises the thermoelectric material claimed in Claim 1.
  - 18. A thermoelectric element comprising: p-type thermoelectric material and n-type thermoelectric material, both of which are alternately connected with each other in series, wherein the n-type thermoelectric material comprises the thermoelectric material claimed in Claim 5.
    - 19. A thermoelectric element comprising: p-type

thermoelectric material and n-type thermoelectric material, both of which are alternately connected with each other in series, wherein the p-type thermoelectric material comprises the thermoelectric material claimed in Claim 9.

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20. A thermoelectric element comprising: p-type thermoelectric material and n-type thermoelectric material, both of which are alternately connected with each other in series, wherein the p-type thermoelectric material comprises the thermoelectric material claimed in Claim 13.